

## **Chapter X - Economic Analysis**

### **Sector Analysis**

Table X-1 below includes an examination of employment trends by industry for Wayne County residents in 2000. This data addresses the employment of workers 16 years or more in age who resided within the County. While it does not measure jobs located within Wayne County, it does provide insights into the County workforce. Changes in patterns are also important, as the data illustrates. Manufacturing employs fewer and fewer Wayne County residents (10.6% compared to 16.0% Statewide based on other Census data) while growth between 1990 and 2000 has been greatest in the communications, information and utilities category. Other services (which includes traditional tourism businesses), professional services, transportation and educational and health care services have also gained significantly. Some of these changes are merely the result of reclassifications but, overall, the trend has been away from large private sector services toward services provided by individuals, small firms and public or non-profit entities.

Table X-1: Employed Persons 16 Years and Over by Industry

	1990		2000		90-00 Change	
	Total	%	Total	%	Total	%
Communications, information and utilities	354	2.0%	700	3.5%	346	97.7%
Other services (including tourism)	1,772	10.1%	3,257	16.1%	1,485	83.8%
Other professional and related services	783	4.5%	1,285	6.4%	502	64.1%
Educational, health and social services	2,681	15.3%	3,878	19.2%	1,197	44.6%
Public administration	731	4.2%	1,001	5.0%	270	36.9%
Wholesale trade	499	2.9%	608	3.0%	109	21.8%
Transportation and warehousing	749	4.3%	904	4.5%	155	20.7%
Finance, insurance, and real estate	846	4.8%	876	4.3%	30	3.5%
Retail trade	3,228	18.5%	3,009	14.9%	-219	-6.8%
Construction	2,090	12.0%	1,875	9.3%	-215	-10.3%
Agriculture, forestry, fisheries and mining	896	5.1%	678	3.4%	-218	-24.3%
Manufacturing	2,858	16.3%	2,151	10.6%	-707	-24.7%
<b>Totals</b>	<b>17,487</b>	<b>100.0%</b>	<b>20,222</b>	<b>100.0%</b>	<b>2,735</b>	<b>15.6%</b>

Source: U.S. Census Bureau

Employment in agriculture and forestry has declined but many farms fall into the category of non-employer businesses, providing important income to their owners, although not identified as employers. This is also true of many forestry and logging enterprises. Construction employment may only reflect a real estate recession at the time of the last Census. Retail trade declines may also be offset to some extent by this factor and the reclassification of retail jobs associated with food as other services. Moreover, the shift from retail trade employment to other categories is generally positive, since that industry typically pays relatively low wages compared to other sectors. Overall, one can discern a definite shift toward a more service-oriented economy.

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Employment by occupation trends are also revealing of the changing nature of Wayne County's economy, as the following table indicates. Although there may, once again, be some reclassification issues, the data indicates some fairly major shifts in patterns. The shift in this case is toward management and professional occupations, service jobs and precision production, craft and repair services, but away from farming, forestry and laborer positions. Overall, these are economically positive trends that indicate movement, during the 1990's, into higher-paying occupations. Other evidence suggests that trend has continued.

Table X-2: Employed Persons 16 Years and Over by Occupation

	1990		2000		90-00 Change	
	Total	%	Total	%	Total	%
Managerial and professional specialty occupations	3,237	18.5%	5,414	26.8%	2,177	67.3%
Service occupations	2,561	14.6%	3,517	17.4%	956	37.3%
Precision production, craft, and repair occupations	2,833	16.2%	3,391	16.8%	558	19.7%
Technical, sales, and administrative support occupations	4,552	26.0%	4,987	24.7%	435	9.6%
Operators, fabricators, and laborers	3,417	19.5%	2,692	13.3%	-725	-21.2%
Farming, forestry, and fishing occupations	887	5.1%	221	1.1%	-666	-75.1%
<b>Totals</b>	<b>17,487</b>	<b>100.0%</b>	<b>20,222</b>	<b>100.0%</b>	<b>2,735</b>	<b>15.6%</b>

Source: U.S. Census Bureau

A third method of analyzing Wayne County employment is by class. The following table details how those particular patterns have evolved. Private sector for profit wage and salaried positions have expanded more than any other category and represent over 63.1% of all gains. Private non-profit employment enjoyed the greatest proportional increase (58.3%). There has also been considerable relative growth in local and State government employment, which is not as desirable as private sector employment in terms of the overall economy, but provides significant benefits to Wayne County. Federal government employment dropped sharply.

Table X-3: Employed Persons 16 Years and Over by Class

	1990		2000		90-00 Change	
	Total	%	Total	%	Total	%
Private not-for-profit wage and salary workers	1,181	6.8%	1,870	9.2%	689	58.3%
Local government workers	956	5.5%	1,239	6.1%	283	29.6%
State government workers	660	3.8%	824	4.1%	164	24.8%
Unpaid family workers	101	0.6%	116	0.6%	15	14.9%
Private for profit wage and salary workers	11,791	67.4%	13,516	66.8%	1,725	14.6%
Self-employed workers	2,169	12.4%	2,155	10.7%	-14	-0.6%
Federal government workers	629	3.6%	502	2.5%	-127	-20.2%
<b>Totals</b>	<b>17,487</b>	<b>100.0%</b>	<b>20,222</b>	<b>100.0%</b>	<b>2,735</b>	<b>15.6%</b>

Source: U.S. Census Bureau

Looking at the picture as a whole, Wayne County residents are finding more, and higher paying, jobs. The data indicates workers are increasingly being employed as managers, professionals and other skilled workers in businesses that are likely to produce more real income growth in the future if the trends can be continued.

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### **Economic Trends**

Wayne County had, in 1999, a median household income that was 85.0% of the Commonwealth's (\$34,082 compared to \$40,106). The County also had a relatively low proportion of workers finding employment in Wayne County (59.0% versus a 72.4% average for Pennsylvania as a whole). The County also had slightly above average poverty levels, with 11.3% of the County's individuals falling below these levels in 1999, compared to 11.0% of the statewide population. However, this can be misleading as they can exclude items such as housing assistance. Once again, it is patterns over time that matter most. Income levels between 1989 and 1999 adjusted for inflation provide a good perspective. The following table illustrates:

Table X-4: Incomes Adjusted for Inflation (All in 1999 \$'s)

Category	Per Capita Income	Median Household Income	Median Family Income
<b>Wayne County</b>			
<b>1989</b>	14,861	33,665	38,372
<b>1999</b>	16,977	34,082	40,589
<b>Change</b>	2,116	417	2,217
<b>% Change</b>	14.2%	1.2%	5.8%
<b>Commonwealth of Pennsylvania</b>			
<b>1989</b>	19,011	39,282	47,103
<b>1999</b>	20,880	40,106	49,184
<b>Change</b>	1,869	824	2,081
<b>% Change</b>	9.8%	2.1%	4.4%
<b>United States of America</b>			
<b>1989</b>	19,486	40,616	47,601
<b>1999</b>	21,587	41,994	50,046
<b>Change</b>	2,101	1,378	2,445
<b>% Change</b>	10.8%	3.4%	5.1%

Source: U.S. Census Bureau

Wayne County gained considerable ground economically during the 1990's. Median household and median family incomes went up slightly, albeit less than the Commonwealth or U.S. in the case of households. Moreover, household and family sizes declined during the 1990's. A much better measure of income change is per capita income. It went up by 14.2% in Wayne County in the 1990's, exceeding both statewide and national trends. This is an important indicator Wayne County is doing relatively well economically and catching up with the nation as a whole, even though Pennsylvania is slipping. ESRI, the demographic data service, estimates Wayne County had a per capita income of \$21,325 in 2008 (some \$16,791 in 1999 dollars, for a slight decline reflecting a recent economic slowdown) but projects it will reach \$24,214 in 2013 for an inflation-adjusted gain of 13.2%. Once again, this suggests a fairly healthy County economy.

Wayne County's unemployment rate in 2007 (latest full year available) was only 4.1%, well below Pennsylvania and every adjoining county. This was, moreover, a major decline from 1999 when the rate was measured at 6.1%, then well above the state. Wayne improved more than any

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of its neighbors, although most made steady progress, as compared to the two states as a whole.

Table X-5: County and State Unemployment Rates, 1999–2007

Area	1999	2007	99-07 Change
<b>Wayne County (Pennsylvania)</b>	<b>6.1%</b>	<b>4.1%</b>	<b>-2.0%</b>
Monroe (Pennsylvania)	6.1%	4.9%	-1.2%
Delaware (New York)	5.2%	4.3%	-0.9%
Sullivan (New York)	5.8%	5.1%	-0.7%
Susquehanna (Pennsylvania)	4.9%	4.3%	-0.6%
New York State	5.2%	4.6%	-0.6%
Lackawanna (Pennsylvania)	5.2%	4.8%	-0.4%
Commonwealth of Pennsylvania	4.4%	4.4%	0.0%
Broome (New York)	4.1%	4.7%	0.6%
Pike (Pennsylvania)	3.5%	5.5%	2.0%

Source: U.S. Bureau of Labor Statistics

### **Major Industries**

Wayne County’s major industries, in terms of businesses located within the County and not simply employing residents, encompassed the following categories of employers in 2005:

Table X-6: Wayne County Business Patterns, 2005

Industry Description	2005 Total Establishments	2005 Total Employees	2005 Annual Payroll
Health care and social assistance	148	2,235	\$62,255,000
Retail trade	262	2,863	\$59,554,000
Construction	253	1,317	\$51,650,000
Accommodation & food services	180	2,303	\$46,082,000
Finance & insurance	76	655	\$25,191,000
Manufacturing	64	667	\$21,850,000
Other services (except public administration)	154	973	\$16,781,000
Administrative support	70	720	\$15,317,000
Information	37	358	\$15,075,000
Wholesale trade	49	417	\$11,828,000
Professional, scientific & technical services	120	364	\$10,576,000
Utilities	12	111	\$7,297,000
Arts, entertainment & recreation	33	537	\$6,989,000
Transportation & warehousing	72	292	\$5,650,000
Mining	11	60	\$2,761,000
Real estate & rental & leasing	39	103	\$2,670,000
Forestry and agriculture	13	N/A	N/A
Educational services	9	N/A	N/A
Management of companies & enterprises	2	N/A	N/A
Unclassified establishments	8	N/A	N/A
<b>Totals</b>	<b>1,612</b>	<b>13,975</b>	<b>\$343,456,000</b>

Source: U.S. Census Bureau

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Retail trade is extremely important to Wayne County as an employer of both residents and non-residents and reflects the tourism economy. It accounts for fully 20.3% of all jobs located within Wayne County and 16.2% of all payroll generated by these employers. Accommodation and food service enterprises (the heart of the tourism industry) account for another 12.6% of payroll. These numbers illustrate how important visitors are to the Wayne County economy. They are its very foundation. Health care and social assistance generates the most payroll (17.0%) while construction accounts for another 14.1%, demonstrating the contributions of development.

There are also numerous examples of what the Census Bureau describes as “self-employed individuals operating very small unincorporated businesses, which may or may not be the owner's principal source of income.” Data on these businesses is collected in the form of “nonemployer” statistics. Included is information on the number of establishments and sales or receipts of businesses without paid employees that are subject to federal income tax. The table below summarizes:

Table X-7: Wayne County Nonemployer Statistics, 2005

<b>Nonemployer Description</b>	<b>Total Establishments</b>	<b>Annual Receipts</b>
Construction	1,077	\$59,007,000
Real estate and rental and leasing	448	\$27,128,000
Retail trade	433	\$23,172,000
Professional, scientific, and technical services	412	\$17,975,000
Transportation and warehousing	273	\$16,020,000
Other services (except public administration)	553	\$13,504,000
Administrative, support, waste management and remediation services	305	\$7,397,000
Wholesale trade	85	\$6,823,000
Finance and insurance	116	\$6,399,000
Health care and social assistance	240	\$5,551,000
Forestry, fishing & hunting, and agricultural support services	102	\$5,445,000
Accommodation and food services	90	\$4,160,000
Arts, entertainment, and recreation	174	\$3,843,000
Manufacturing	67	\$2,964,000
Educational services	70	\$1,348,000
Other nonemployer businesses	57	\$2,369,000
<b>Totals</b>	<b>4,502</b>	<b>\$203,105,000</b>

Source: U.S. Census Bureau

These nonemployer businesses generated sales of \$203.1 million in 2005. Wayne County businesses as a whole generated approximately \$1 billion of sales receipts according to the 2002 Economic Census, suggesting nonemployers represent approximately 20% of the total County economy today. Contractors, truckers, small retailers and various services are among the principal non-employers.

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There are also some individual Census reports on various industry sectors that provide further insights into the local economy. The 2002 Census of Manufacturing, for example, provides the following data on Wayne County manufacturers as of that date:

Table X-8: Wayne County Manufacturing Statistics, 2002

Description	Measure of Performance
Total Manufacturing Establishments	74
Manufacturing Establishments with 20+ employees	10
Total Manufacturing Employees	783
Total Manufacturing Payroll	\$25,079,000
Total Manufacturing Value Added	\$57,099,000
Total Manufacturing Annual Value in Shipments (Sales)	\$130,566,000
Total Manufacturing Capital Added	\$2,141,000

Source: U.S. Economic Census

This data indicates manufacturing still accounts for a large portion of the Wayne County economy in terms of the annual value of shipments, which exceeded \$130 million in 2002. These included 15 wood products manufactures, 11 printing establishments, 8 companies making fabricated metal products and 7 textile and apparel firms. Other manufacturers (listed by number of establishments) included those making food products, nonmetallic mineral products, and furniture as well as miscellaneous other products.

The Census of Retail Trade provides further data on the County economy, the results of which are summarized below:

Table X-9: Wayne County Retail Statistics, 2002

Factor	Automobile Retail	Gasoline Retail	Food & Beverage Retail	Other Retail	Total Retail
Establishments	30	33	36	170	269
Employees	354	260	709	1413	2736
Payroll	\$9,287,000	\$4,037,000	\$10,142,000	\$27,540,000	\$51,006,000
Sales	\$112,364,000	\$91,839,000	\$105,302,000	\$261,721,000	\$571,226,000

Source: U.S. Economic Census

The trade data illustrates much of the County's retail business is oriented toward travel-related activities from vehicle sales, gasoline service stations and convenience stores and the like. These uses account for more than half of all retail sales, indicating much of the shopping for other goods and services takes place outside the County.

Notwithstanding this, the retail sector is very large and represented over one-half billion dollars in sales in 2002. "Other retail" sub-categories included but were not limited to general



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merchandise (\$98.2 million), health and personal care (\$45.8 million), building materials (\$45.5 million) and non-store retailers such as fuel oil and propane dealers (\$33.2 million).

Wholesale trade data indicating durable goods wholesaling constitutes the bulk of this industry sector, which is detailed below:

Table X-10: Wayne County Wholesale Statistics, 2002

<b>Factor</b>	<b>Durable Goods Wholesale</b>	<b>Non-Durable Goods Wholesale</b>	<b>Total Wholesale</b>
Establishments	31	14	<b>45</b>
Employees	317	83	<b>400</b>
Payroll	\$8,735,000	\$1,729,000	<b>\$10,464,000</b>
Sales	\$80,971,000	\$51,426,000	<b>\$132,397,000</b>

Source: U.S. Economic Census

Interestingly, wholesaling exceeds manufacturing in importance as measured by sales. Manufacturing sales decreased from \$182 million in 1997 to \$131 million in 2002, while wholesaling rose from \$67 million in 1997 to \$132 million in 2002.

Although the precise cause for this change is unknown, it may reflect such changes as the sale of a portion the former Moore Business Forms plant in Honesdale to Top Notch Industries, a wholesaler of door hardware. Manufacturing payroll, however, is still more than double that of wholesaling, based on the 2002 data.

Table X-11: Wayne County Other Industry Sector Statistics, 2002

<b>Factor</b>	<b>Lodging &amp; Food Service</b>	<b>Health Care and Related</b>	<b>Arts, Entertainment &amp; Recreation</b>	<b>Support and Other Services</b>	<b>Total Other*</b>
Establishments	169	123	32	175	<b>499</b>
Employees	2,214	2,236	392	1,232	<b>6,074</b>
Payroll	\$39,013,000	\$54,434,000	\$5,818,000	\$22,327,000	<b>\$121,592,000</b>
Sales	\$141,993,000	\$127,800,000	\$17,358,000	\$74,991,000	<b>\$362,142,000</b>

Note: Excludes real estate, professional services and education, for which data is suppressed.

Data found in the above table also illustrates the importance of the tourism and health care industries to the Wayne County economy. Camps, campgrounds, hotels, motels and restaurants are major activities constituting the former; while the hospital, medical offices and several nursing home and residential care facilities account for the latter.

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### **Competitive Position of Wayne County**

Wayne County, like every other jurisdiction, must compete for economic development with surrounding states, regions and even counties. This can only be accomplished effectively by documenting and promoting Wayne County's marketable comparative advantages, especially those that distinguish it from New York State and adjoining urban areas, even though it may also market itself as part of the broader region it occupies. Many of those advantages have to do with quality of life issues and natural or geographic factors discussed elsewhere in this *Comprehensive Plan*. Others are, themselves, economic in nature.

Among the marketable comparative advantages of Wayne County are the following:

- Excellent highway access provided by I-81, I-84, I-86 and I-380.
- A large new high-quality business park that takes advantage of this highway access.
- An appealing living environment for workers.
- Rail service available into the center of the County and parallels U.S. Route 6, the principal commercial corridor through the County (Hawley, White Mills and Honesdale).
- A large visitor and second home population that offers a large additional market for retail and service providers.
- Extensive outdoor recreation opportunities.
- A location on the edge of a high tax state (New York State) that invites prospective businesses to locate on the Wayne County side of the border.
- Easy access to Scranton/Wilkes-Barre, as well as the Lehigh Valley, Binghamton and the New York City metro area, for technical expertise, cultural events and support services.
- Easy access to a remarkable array of quality higher education institutions, including over 30 colleges and universities within one-hour of the County.
- A rapidly growing labor force of potential workers that is highly unusual for a rural area, underemployed members of which can be tapped by relocating metro area industries finding it difficult to secure employees.
- An average comparative wage advantage of nearly 19.7% as the table on the following page demonstrates.

While lower than average wages are sometimes viewed as a negative, they can also be turned to



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a highly positive economic marketing advantage, particularly in an area with a growing labor force, such as Wayne County (see later discussion). Businesses seeking a steady growing supply of reasonably priced workers are likely to find them in Wayne County and can, for this reason, often be attracted to the County with appropriate marketing.

Securing the workers, however, will demand such businesses pay a premium over existing wages that serves to increase average wages for the County while still affording the employer a comparative advantage. Marketing of this comparative advantage thereby strengthens the economy even as it promotes the availability of a lower cost labor supply – a key point often neglected in marketing of rural areas with lower than average wages who desire to attract better paying industries.

Table X-12: Wayne Occupational Wage Statistics, 2006

<b>Occupation</b>	<b>County Average Annual Wage</b>	<b>PA Average Annual Wage</b>	<b>Wayne Comparative Wage Advantage</b>	<b>Wayne County Percent Advantage</b>
Computer and Mathematical Occupations	\$42,603	\$64,166	\$21,563	33.6%
Business and Financial Operations Occupations	\$40,241	\$57,294	\$17,053	29.8%
Architecture and Engineering Occupations	\$45,154	\$63,441	\$18,287	28.8%
Installation, Maintenance, and Repair Occupations	\$28,672	\$38,181	\$9,509	24.9%
Construction and Extraction Occupations	\$30,839	\$40,869	\$10,030	24.5%
Arts, Design, Entertainment, Sports, and Media Occupations	\$30,319	\$39,976	\$9,657	24.2%
Sales and Related Occupations	\$26,146	\$33,599	\$7,453	22.2%
Production Occupations	\$25,772	\$31,628	\$5,856	18.5%
Personal Care and Service Occupations	\$17,547	\$21,469	\$3,922	18.3%
Office and Administrative Support Occupations	\$23,999	\$29,171	\$5,172	17.7%
Transportation and Material Moving Occupations	\$24,689	\$29,013	\$4,324	14.9%
Management Occupations	\$75,309	\$86,968	\$11,659	13.4%
Healthcare Practitioners and Technical Occupations	\$51,898	\$58,611	\$6,713	11.5%
Healthcare Support Occupations	\$21,977	\$24,076	\$2,099	8.7%
Building and Grounds Cleaning and Maintenance Occupations	\$21,232	\$22,833	\$1,601	7.0%
Food Preparation and Serving Related Occupations	\$17,322	\$17,804	\$482	2.7%
Farming, Fishing, and Forestry Occupations	\$24,261	\$24,530	\$269	1.1%
Community and Social Services Occupations	\$43,394	\$35,434	-\$7,960	-22.5%
<b>Total – All Occupations</b>	<b>\$30,191</b>	<b>\$37,580</b>	<b>\$7,389</b>	<b>19.7%</b>

Source: PA Center for Workforce Information and Analysis, *May 2006 Occupational Employment Statistics Survey*

### **Agriculture Industry**

Farming is a large industry within Wayne County, generating some \$21,474,000 of sales in 2002, according to the U.S. Census of Agriculture for that year. Table X-13 following highlights key aspects of this industry.

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Table X-13: Wayne County Agricultural Statistics, 2002

<b>Agricultural Characteristic</b>	<b>Measure</b>
Farms	661
Land in farms (acres)	113,167
Average size of farm (acres)	171
Average estimated market value of land and buildings per farm	\$356,704
Average estimated market value of all machinery and equipment per farm	\$49,847
Farms by size - 1 to 9 acres	41
Farms by size - 10 to 49 acres	93
Farms by size - 50 to 179 acres	296
Farms by size - 180 to 499 acres	198
Farms by size - 500 acres or more	33
Crop farms	630
Total acres of cropland	56,888
Total acres of harvested cropland	43,085
Total market value of agricultural products sold	\$21,474,000
Total market value of crops sold	\$3,079,000
Total market value of livestock, poultry and related products sold	\$18,395,000
Average market value of agricultural products sold per farm	\$32,487
Farms by value of sales - Less than \$2,500	293
Farms by value of sales - \$2,500 to \$4,999	82
Farms by value of sales - \$5,000 to \$9,999	66
Farms by value of sales - \$10,000 to \$24,999	58
Farms by value of sales - \$25,000 to \$49,999	26
Farms by value of sales - \$50,000 to \$99,999	49
Farms by value of sales - \$100,000 or more	87
Net cash farm income	\$3,521,000
Average net cash farm income	\$5,326
Farms where farming is primary occupation of principal	425
Cattle and calves farms	362
Cattle and calves inventory	17,275
Beef cows farms	203
Beef cows inventory	2,552
Dairy farms	157
Dairy cow inventory	7,541
Hog farms	25
Hogs and pigs inventory	1,261
Sheep farms	23
Sheep and lambs inventory	2,711
Poultry farms (layers)	40
Poultry inventory (layers 20 weeks old and older)	1,081
Corn for grain farms	11
Corn for grain acres	472
Corn for grain bushels	17,428
Corn for silage or greenchop farms	83
Corn for silage or greenchop acres	2,227
Corn for silage or greenchop tons	20,215
Forage - land used for all hay and all haylage, grass silage, and greenchop, farms	530
Forage - land used for all hay and all haylage, grass silage, and greenchop, acres	39,422
Forage - land used for all hay and all haylage, grass silage, and greenchop, tons	64,397
Vegetables harvested for sale farms	24
Vegetables harvested for sale acres	89
Land in orchards farms	33
Land in orchards acres	149

Source: U.S. Census of Agriculture, 2002

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The industry is heavily oriented toward livestock sectors, with most of the sector being dairy based (\$17.1 million of the \$18.4 million in livestock sales). There are, however, beef, hog, sheep and poultry operations in significant numbers throughout the County. Indeed, there are more beef farms than dairy and beef cow numbers are about one-third of dairy cows.

Net farm income for the County as a whole was \$3,521,000 in 2002 or only \$5,326 per farm, with 425 farmers having this as their primary occupation. This suggests many of the farms were effectively retirement enterprises or experiencing low returns, forcing many into off-farm employment. Notwithstanding this, the average farm was 171 acres in size and had \$406,551 in assets, meaning the agriculture industry represented a \$269 million investment in Wayne County in 2002. There is some niche farming taking place, including vegetable and nursery enterprises as well as 135 farms with horses and ponies (a 2003 Penn State study says the County had 1,977 equines). More of this can and should be promoted by Penn State Cooperative Extension. There were also bison, deer, llamas, goats, rabbits and other species being raised commercially in Wayne County in 2002.

### **Tourism Industry**

Tourism continues to be a major industry within Wayne County. The Pennsylvania Department of Community and Economic Development periodically examines the economic impact of tourism on counties within the Commonwealth. Data from their 2003 (latest) report follows:

Table X-14: Wayne County Tourism Statistics, 2003

<b>Tourism Spending and Economic Impact Category</b>	<b>2003 Impacts</b>
Lodging	\$74,960,000
Shopping	\$29,190,000
Food and Beverage	\$21,230,000
Entertainment	\$17,040,000
Transportation	\$13,340,000
Other	\$9,070,000
<b>Total</b>	<b>\$164,830,000</b>
<b>Wages Paid (Direct Only)</b>	<b>\$65,170,078</b>
<b>Total Contribution to Gross State Product (Direct, Indirect &amp; Induced)</b>	<b>\$179,464,778</b>
<b>Total Jobs Created (Direct, Indirect &amp; Induced)</b>	<b>3,994</b>
<b>% of Total County Economy</b>	<b>6.7%</b>
<b>% of Total County Employment</b>	<b>23.4%</b>

Source: Pennsylvania Tourism Office, 2003

The data indicates the primary tourism impacts are lodging, with secondary impacts on shopping, food and beverage purchases, entertainment expenditures (which can include outdoor recreation activities) and transportation. Tourism also continues to exhibit many growth opportunities, given the appeal of Lake Wallenpaupack, the camp industry, the Upper Delaware River and the

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County's tremendous hunting and fishing resources as well as its second-home industry (separately examined in this Comprehensive Plan). Moreover, as the above table illustrates, the multiplier effects on other industry sectors are widespread.

### **Mining Industry**

Mining is a long-standing industry in the area with numerous bluestone, hard rock and red shale quarries found throughout the County and especially in Northern Wayne. Personal income and employment associated with mining has also grown significantly since 2001, according to statistics published by the U.S. Bureau of Economic Analysis. It indicates the former grew from \$3,952,000 in 2001 to \$7,299,000 in 2006. Employment expanded over the same period from 95 to 168 jobs, a relatively large increase.

The County's natural resources in this regard are directly related to its bedrock geology. The bluestone, for example, is found in a band extending from Northeastern Pennsylvania into the Catskills and is distinguished by its quality and coloring which can range from green to blue to purplish hues. The sand-sized grains from which bluestone is constituted were deposited in the "Catskill Delta" during the Middle to Upper Devonian Period of the Paleozoic Era, approximately 370 to 345 million years ago. The Catskill Delta was created from run-off from the Acadian Mountains ("Ancestral Appalachians") which covered the area where New York City now exists. This Delta ran in a narrow band from southwest to northeast and today provides the base material for the high-quality bluestone which is quarried from Northern Wayne County. It is a high quality product due to its silica content, compact nature and fine grains. It is used for patios, architectural facings, fireplaces, sills, sidewalks, and other features as well as a basic building material for churches, institutions, homes and businesses. Many of the sidewalks in New York City were paved with Catskill and Pennsylvania bluestone. It is also extremely durable and the product quarried regionally is of a quality not found anywhere else in the United States or Canada. It is a unique commodity of particular value to the local economy.

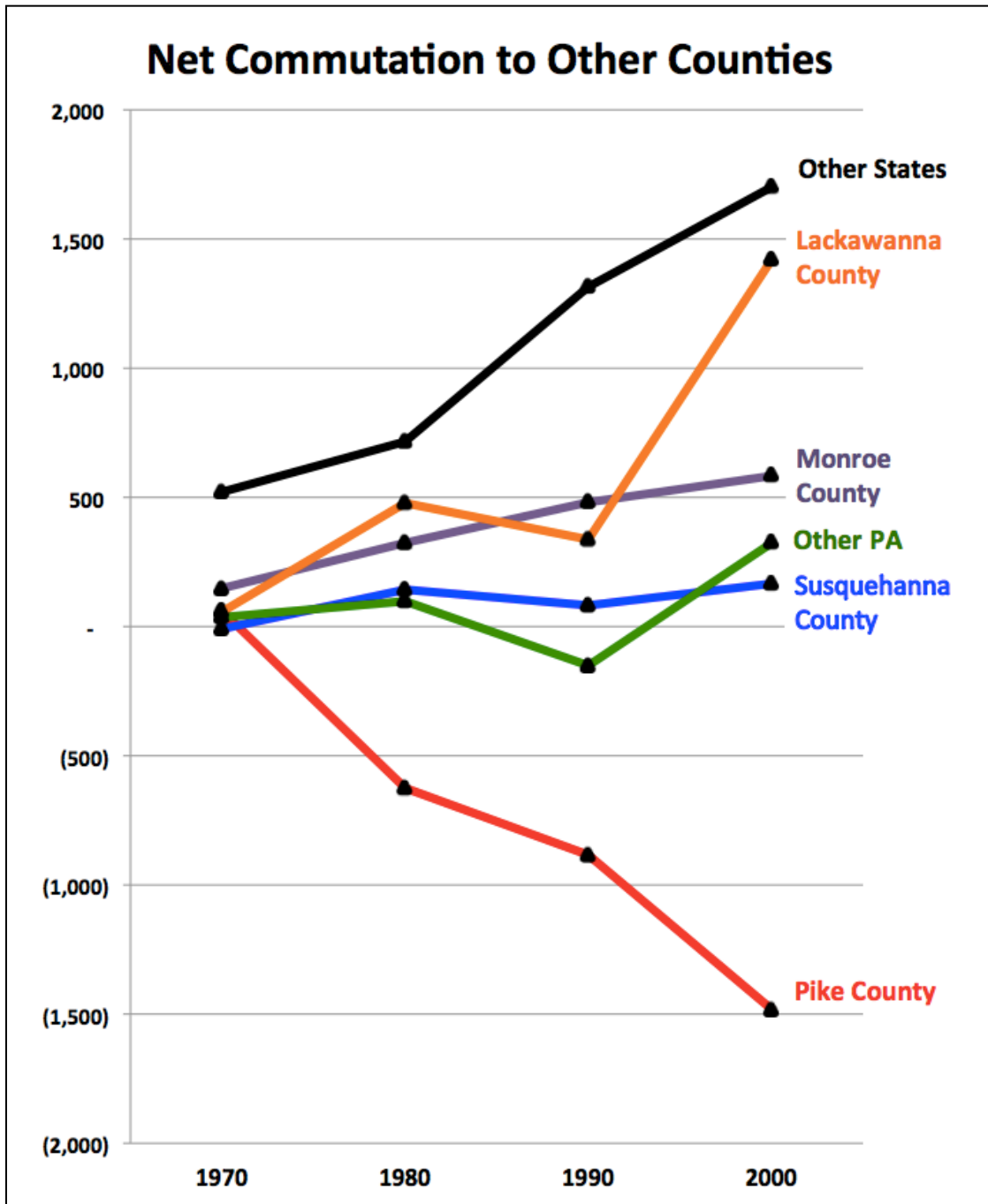
This same bedrock geology is also now creating another mining sector that is already generating much additional personal income for the County in the form of land leases for natural gas drilling. The Catskill Delta is underlain by various levels of shale at depths of up to 10,000 feet below the surface. These shales (e.g., the Marcellus) are yielding good supplies of natural gas in other areas of Pennsylvania, West Virginia and New York and studies by Penn State University and others suggest Northern Wayne County is a particularly good area for exploration. Several natural gas companies have been leasing large acreages for prices of \$2,000 per acre and up with some drilling having already taken place in the County. Northern Wayne County is also positioned between the Tennessee Gas and Millennium Pipelines, providing a good outlet for the gas. Therefore, this mining sector promises to have major economic impacts on the County, during the lease-up, construction and production phases, which could last several decades. Assuming one well per 160 acres (industry estimate), the total economic contributions of the industry from royalties alone could easily be \$60 million per year (given 1,200± wells on 200,000 total acres, each well producing \$50,000 per year in royalty income).

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### Labor Force Changes and Commutation

Wayne County's labor force has undergone many changes over the years and there is an ebb and flow of employment with respect to adjoining areas to which Wayne County residents commute for employment opportunities and others come to Wayne County for employment. Figure X-1 below provides the details:

Figure X-1

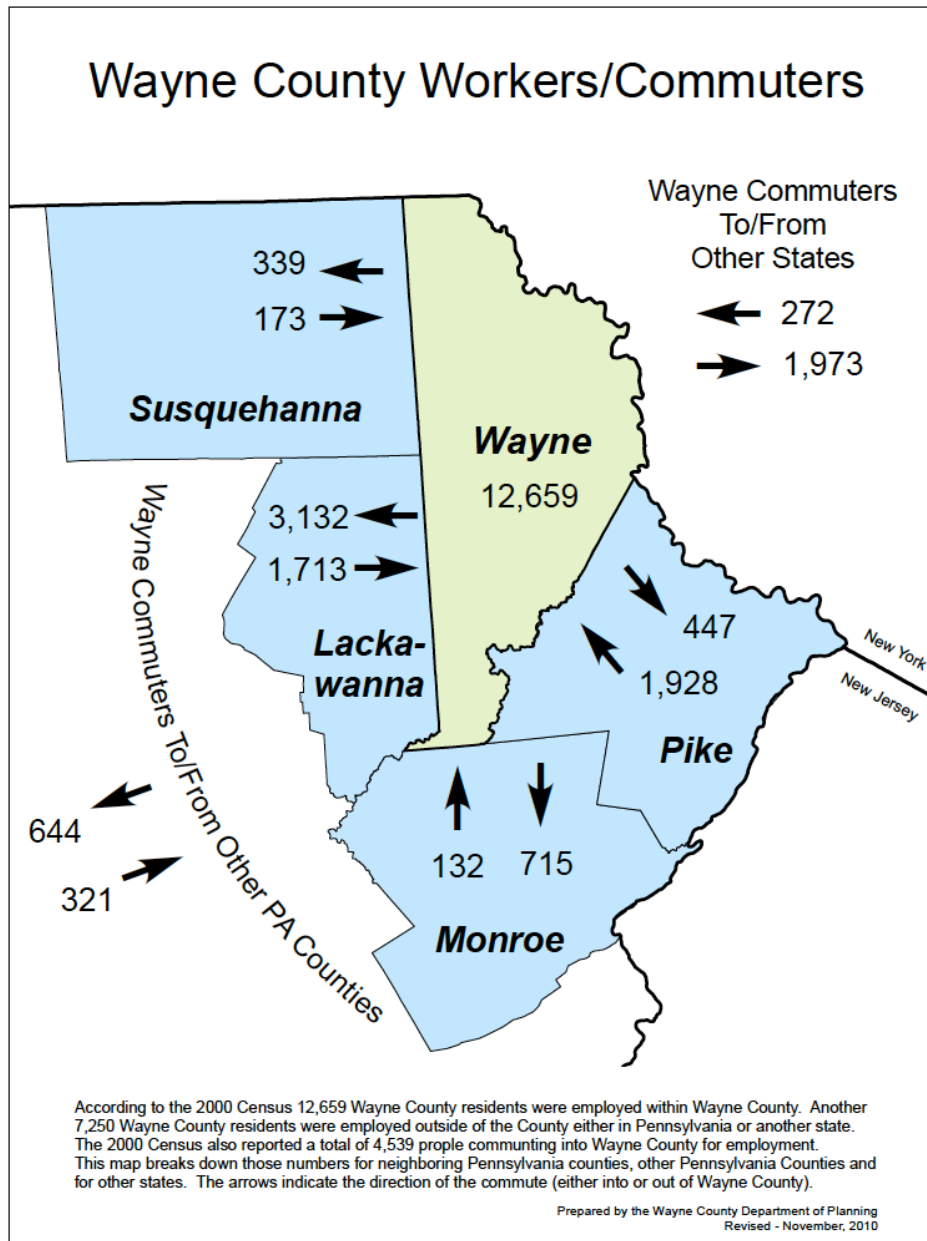


Source: Wayne County Planning Department

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Wayne County has experienced a steady increase in out-of-County employment as more and more workers have gone outside the County for jobs. Net commutation has increased to all adjoining counties with the exception of Pike County, which sent an additional 1,481 people to work in Wayne County between 1970 and 2000, over and above those residents who commuted to Pike County for work. Lackawanna County, by contrast, attracted another 1,419 workers from Wayne County on net basis. Other states (e.g., New York and New Jersey) provided an additional 1,701 positions for Wayne County residents on a net basis over the three decade period. The following map illustrates workflow for 2000.

Figure X-2



Source: Wayne County Planning Department